

#### Wine:

#### Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during October 2003. The denominator represents the total number of TEU shipped, by carriers, throughout the 2003 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October 2003.

#### Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October 2003. Source: PIERS, October 2003.

#### Market Share-CY 2003:

Each carrier's market share is based on the total number of containers shipped throughout the 2003 calendar year. Source: PIERS, 2003.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web", and individual shipping line websites.

#### Ocean Rates:

Ocean rates are applicable for December 30, 2003. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, extariff rate retrieval system, and individual shipping line websites.

#### **Container Rate:**

Container rates for Wine are quoted on full 40-foot dry or refrigerated containers depending on the demand for the shipments moving that quarter.

#### **Definitions:**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

TEU = 20-foot Equivalent Unit (20-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: December 30, 2003 Page 1 of 13

L.A./L.B./Oakland Ports To Antwerp, Belgium

Wine

Monthly Market Share For: October 2003

Month\Year: 90.0 \ 1,218.7

Month\Year: 90.0 \ 1	,218.7	Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
P&O Nedlloyd	29%	20%	21	\$7,935	\$474	\$40	3%						\$8,687
Star Shipping	27%	11%		\$1,500 <sup>21</sup>									\$1,500
Hapag-Lloyd	26%	44%	22	\$529 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$9,187
OOCL	14%	7%											
NYK Line	2%	2%	23	\$529 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$9,187
Meditteranean	2%	1%		\$529 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$9,187
Mexican Line	0%	7%	21	\$1,885 <sup>21</sup>									\$1,885
Maersk-SeaLand	0%	6%	26	\$7,935	\$474	\$40	3%	\$500					\$9,187
											Average Con	tainer Rate	\$6,622

Average Container Rate

Page 2 of 13 Issue Date: December 30, 2003

<sup>16</sup> Rate is calculated per KT not by container.

<sup>21</sup> Rate is for a dry shipment, not a refrigerated shipment.

L.A./L.B./Oakland Ports To Bangkok, Thailand

Wine

Monthly Market Share For: October 2003

Month\Year: 8.7 \ 32.4

111011111 ( 1 Cur. C. 1 ( C 2 . 1		Market	Transit				Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	92%	49%	22	\$1,560	\$184	\$40						\$1,784
K Line	8%	2%	22									
OOCL	0%	34%	22	\$1,650	\$230	\$40						\$1,920
Hapag-Lloyd	0%	12%		\$2,100	\$230	\$40						\$2,370
Evergreen	0%	3%	29									

Average Container Rate \$1,784

L.A./L.B./Oakland Ports To Busan, South Korea

Wine

Monthly Market Share For: October 2003

Month\Year: 50.8 \ 235.2

		Market	Transit				Surcha	arges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
APL	67%	61%	12	\$3,174	\$184	\$40						\$3,398
Hanjin	20%	23%	12	\$1,870	\$230	\$40						\$2,140
Maersk-SeaLand	8%	6%	15	\$565	\$230							\$795
Hyundai	6%	7%	12									

Average Container Rate \$2,917

L.A./L.B./Oakland Ports To Colon, Panama

Wine

Monthly Market Share For: October 2003

Month\Year: 14.0 \ 35.0

		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Mexican Line	100%	46%		\$1,375	\$100				\$995			\$2,470
P&O Nedlloyd	0%	40%										
APL	0%	14%	15									

Average Container Rate \$2,470

L.A./L.B./Oakland Ports To Felixstowe, UK

Wine

Monthly Market Share For: October 2003

Month\Year: 154.8 \ 3.296.0

Wildin 1 Cal. 134.0 \ 3	,290.0	Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	97%	34%	10										
APL	3%	1%	24										
Maersk-SeaLand	0%	55%	24	\$7,680	\$474	\$40	3%	\$500					\$8,924
Yang Ming	0%	10%	12										

Average Container Rate

L.A./L.B./Oakland Ports To Hong Kong

Wine

Monthly Market Share For: October 2003

Month\Year: 19.1 \ 124.4

		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	37%	16%	12	\$208 <sup>16</sup>	\$12 <sup>16</sup>	\$40					19 KT	\$4,220
K Line	26%	22%	16	\$1,247	\$192	\$40						\$1,479
Yang Ming	26%	18%	18									
OOCL	5%	4%	14	\$1,285 <sup>23</sup>	\$184	\$40						\$1,509
Evergreen	5%	1%	22									
P&O Nedlloyd	0%	24%	12	\$1,800	\$230	\$40						\$2,070
Maersk-SeaLand	0%	12%	21	\$565	\$230							\$795
										Average Con	ntainer Rate	\$2,967

<sup>16</sup> Rate is calculated per KT not by container.

Issue Date: December 30, 2003 Page 7 of 13

<sup>23</sup> Rate is based on a 20 foot container, not a 40 foot container.

L.A./L.B./Oakland Ports To Hsingkang, China

Wine

Monthly Market Share For: October 2003

Month\Year: 1.7 \ 8.1

Month Car. III (C.)		Market	Transit				Surch	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
cosco	100%	100%	17									

Average Container Rate

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Wine

Monthly Market Share For: October 2003

Month\Year: 28.9 \ 112.1

1,1011VII (1 VWI		Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
K Line	73%	62%	15	\$1,750	\$140	\$40							\$1,930
APL	13%	4%	12	\$1,995	\$230	\$40	3%						\$2,325
Maersk-SeaLand	7%	10%	20	\$565	\$230								\$795
OOCL	3%	3%	13										
Hyundai	3%	2%	13										
NYK Line	0%	13%	12										

Average Container Rate \$1,903

L.A./L.B./Oakland Ports To Rotterdam, Netherlands

Wine

Monthly Market Share For: October 2003

Month\Year: 392.0 \ 3.564.3

	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
P&O Nedlloyd	51%	32%	19										
Hapag-Lloyd	27%	16%		\$529 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$9,187
Star Shipping	12%	8%											
Hanjin	9%	18%	11										
NYK Line	1%	0%	28	\$529 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$9,187
OOCL	0%	1%											
Evergreen	0%	1%	30	\$2,750 21	\$474								\$3,224
Maersk-SeaLand	0%	20%	22	\$7,935	\$474	\$40	3%	\$500					\$9,187
											Average Coi	ntainer Rate	\$9,131

Average Container Rate

Page 10 of 13 Issue Date: December 30, 2003

<sup>16</sup> Rate is calculated per KT not by container.

<sup>21</sup> Rate is for a dry shipment, not a refrigerated shipment.

L.A./L.B./Oakland Ports To Singapore

Wine

Monthly Market Share For: October 2003

Month\Year: 25.5 \ 110.6

Wionth (Tear: 20.0 (T		Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
OOCL	59%	43%	18										
Hapag-Lloyd	16%	17%	16	\$1,880	\$230	\$40							\$2,150
P&O Nedlloyd	9%	6%	16	\$2,095	\$230	\$40	8%						\$2,533
NYK Line	8%	5%	16										
APL	4%	15%	21	\$2,305	\$230	\$40	8%						\$2,759
Evergreen	4%	2%	27	\$700	\$230	\$40							\$970
Maersk-SeaLand	0%	6%	25	\$640	\$230								\$870
K Line	0%	5%	19										

Average Container Rate \$2,194

L.A./L.B./Oakland Ports To Tokyo, Japan

Wine

Monthly Market Share For: October 2003

Month\Year: 281.9 \ 1.938.9

Wionan Tear. 201.5 (	1,000.0	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
OOCL	56%	38%	12	\$1,035	\$184	\$40							\$1,259
Hanjin	15%	14%	10	\$1,500	\$230	\$40							\$1,770
K Line	9%	19%	11	\$4,263	\$252	\$40	47%						\$6,559
P&O Nedlloyd	6%	3%	11	\$1,050	\$230	\$40	42%						\$1,761
Evergreen	4%	4%	20	\$750	\$230	\$40							\$1,020
Yang Ming	4%	7%	10										
Hapag-Lloyd	2%	3%	11	\$193 <sup>16</sup>	\$12 <sup>16</sup>	\$40	42%					21 KT	\$6,047
NYK Line	2%	5%	10	\$2,550	\$230								\$2,780
Maersk-SeaLand	1%	4%	12	\$665	\$230								\$895
COSCO	0%	0%	13										

Average Container Rate \$1,998

<sup>16</sup> Rate is calculated per KT not by container.

LA/LB/Oakland ports To Thamesport, UK

Wine

Monthly Market Share For: October 2003

Month\Year: 1.020.0 \ 6.671.

,	,-	Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	71%	59%	24	\$512 <sup>16</sup>	\$474	\$40	3%	\$500				15 KT	\$8,924
P&O Nedlloyd	20%	17%	25										
NYK Line	8%	9%	24	\$5,150	\$474	\$40	4%	\$500		\$1900			\$8,270
Mexican Line	1%	12%											
Evergreen	0%	2%		\$3,250 21									\$3,250
OOCL	0%	1%											

Average Container Rate \$8,838

<sup>16</sup> Rate is calculated per KT not by container.

<sup>21</sup> Rate is for a dry shipment, not a refrigerated shipment.